

Shipping MANAGEMENT



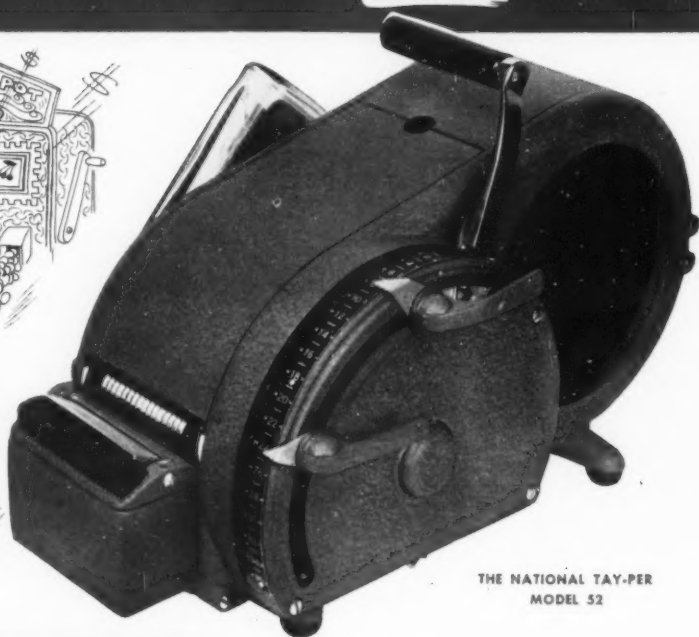
Packing

Transport

Handling

MARCH, 1951

SHIPPERS: This Machine Pays Off With a "Jack-Pot" Every Time!



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MODEL 52

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PERMITS CONTAINER RE-USE**

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Name

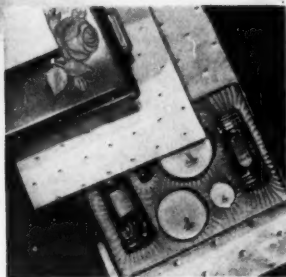
Company

Address

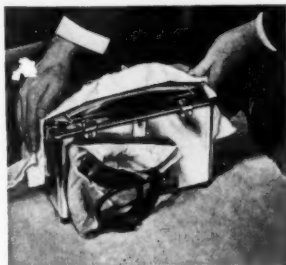
Kimpak* Float Packaging



TELEVISION SET
Admiral Corp., Chicago



Cosmetics, by
Max Factor & Co., Hollywood, California.



Sterilizer, manufactured by
Pelton & Crane, Detroit, Michigan.

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Have you ever received a compliment on the packaging of your product? Have you ever been told by a customer that your products always arrive in perfect condition—and looking fresh, neat, attractive? Most companies never do, until they switch to KIMPAK* Float Packaging—the world's cleanest, most effective shipping protection.

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MEN—METHODS—MATERIALS



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Diesels... Diesels and more Diesels to give you better, faster, smoother freight and passenger service.

1951 will see us *really* on the run... on the run with Diesel power on all major freight and passenger trains.

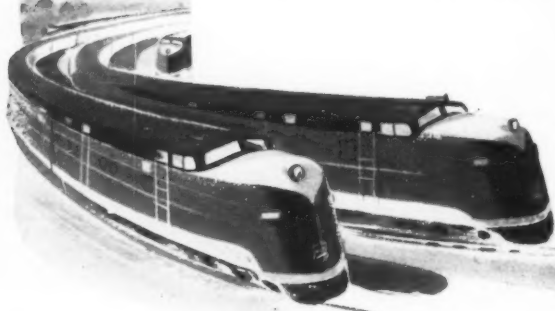
Yes sir, we're "re-doing" Katy service... blending the MODERN and the TRADITIONAL... the modern, heavy duty smooth hauling efficiency of new, giant road Diesels with the traditionally reliable Katy service the Southwest has known right down the line, for almost 80 years.

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Your local Katy representative will be glad to tell you even more about Katy's many new plans... and how you may benefit by shipping Katy, Southwest.



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FIRST CHOICE AMONG CLOSURES



only GUMMED TAPE
keeps your goods so

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Blue Ribbon is the superstandard tape that is *Supple-ized*.^{*} This is an exclusive process for the treatment of the adhesive and paper to make Blue Ribbon more flexible . . . easier and faster to handle. Says Parke, Davis & Company, "Blue Ribbon tape sticks faster than any other we have used."

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Blue Ribbon

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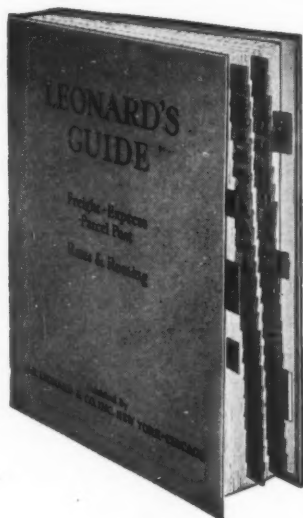
HUDSON PULP & PAPER CORP., Dept. 3-A, 505 Park Avenue, New York 22, New York

MEN—METHODS—MATERIALS

Memo . . .

TO A SHIPPING DEPARTMENT MANAGER

Look into . .



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The verdict is clear. If your present closure is guilty of damaging your merchandise, running up your shipping costs or other needless crimes — you need the protection of GUMMED SEALING TAPE. And for tapes that are tops in Performance and Value, specify:

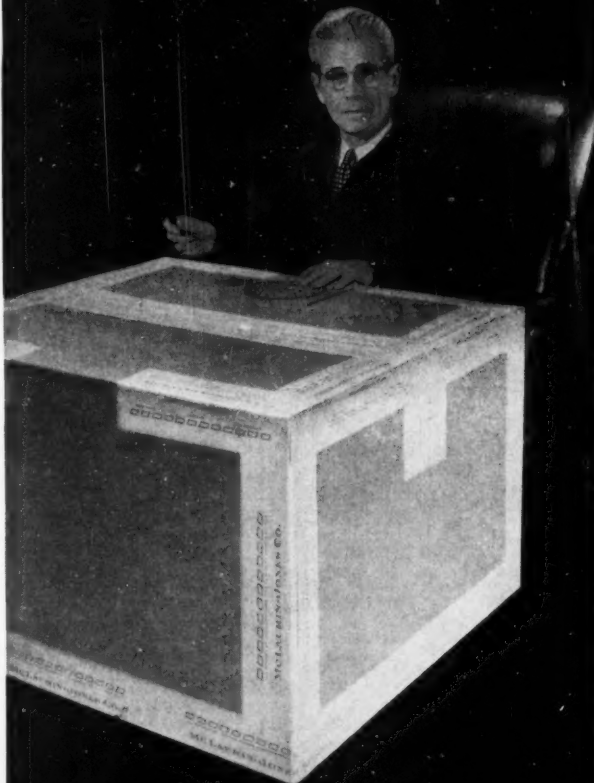
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Super Standard

Standard



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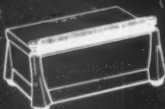
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A TAPE DISPENSER FOR *Every Industrial Use!*



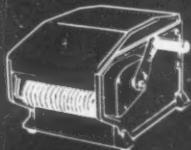
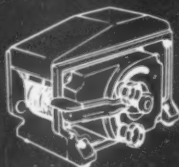
MODEL 32

MODEL DL2

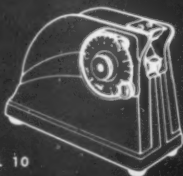


MODEL 80

MODEL 85



MODEL 88



MODEL 10



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- GREATER ECONOMY
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Designers and Builders of Derby Sealers and Grip-A-Tab Dispensers

DERBY, CONNECTICUT

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Hand Operated STENCIL MACHINE

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Packing

A Punch... By S. H.

AS THE shipping and traffic department is a large user of paper and board the following remarks from a recent address by Harold E. Holman, Forest Products Division, National Production Authority, are of interest:

The only justification for controls is to attain an objective that cannot be reached through any other method. It also involves an admission that the supply and demand situation in the paper industry has become so acute both in production and distribution that it must be regulated by Government orders if we are to meet the defense agencies and essential civilian requirements.

The information that we get is to the effect that nearly all of the shortage items have been caused through additional Government procurement to meet defense programs. All these factors tend to affect the paper market and cause some local shortages in certain paper and board items for civilian consumption but they appear to be for the most part unrealistic shortages and actually constitute a very normal percentage compared to the total over-all supply.

At the present time we have some evidence that the distribution of a few paper items and converted products has actually developed a surplus in certain areas and shortages in others. Obviously a leveling out of the available supply is going to go a long way toward eliminating complaints from individuals who are unable to secure their requirements. Actually we have heard of very few legitimate complaints from civilian consumers in meeting a reasonable or adequate supply of their paper requirements.

We must realize that our present supply and demand situation can change very quickly. The situation up to the present time, however, is indicative only of what the paper and board industry may face in the months ahead.

Some industry executives believe that within a few months there may be a moderate or temporary lull in demand as the effects of some of the National Production Authority and Federal Reserve Controls which restrict both production and consumption of supply goods become more apparent. This, they believe, may occur before the full impact of the defense program takes up the slack. On the other side we must give full consideration to the latent potential demand of the defense agencies.

At the present time we are giving aid and assistance to bring about additional production. We are exploring the possibilities with the assistance of industry as to what can be done to substantially increase the output from our present facilities. We are exploring the possibility of additional imports and we are giving careful consideration to more efficient

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MARCH, 1951

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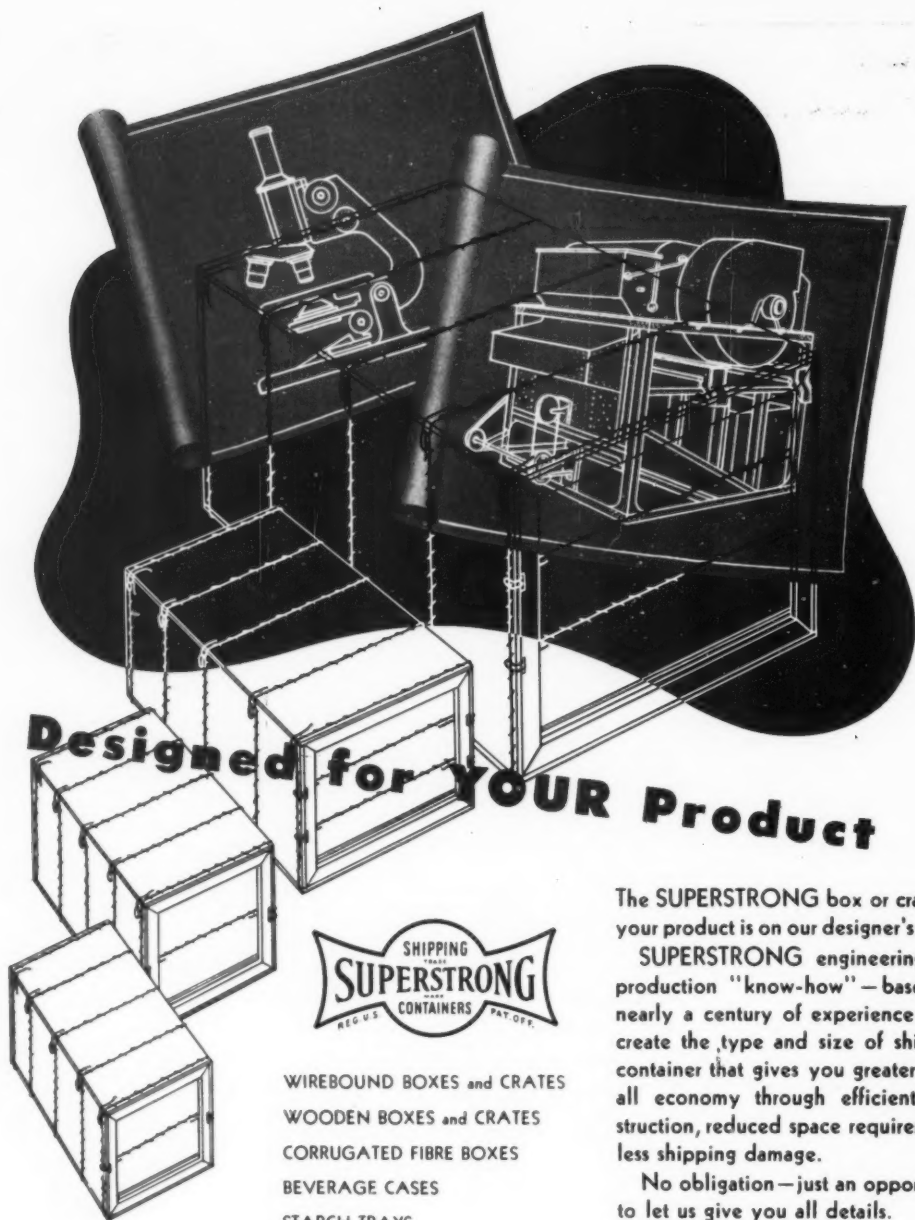
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The SUPERSTRONG box or crate for your product is on our designer's table.

SUPERSTRONG engineering and production "know-how" — based on nearly a century of experience — can create the type and size of shipping container that gives you greater overall economy through efficient construction, reduced space requirements, less shipping damage.

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Shipping MANAGEMENT

FOR SHIPPING AND TRAFFIC EXECUTIVES
425 FOURTH AVENUE, NEW YORK 16, N. Y.

MARCH 1951
VOLUME 16
NUMBER 3

Mark 'Em Right!

Check 'Em Carefully!

Only Way To Stop LCL RR Damage

By J. W. HAMMOND
General Foreman, St. Louis Freight Station
Missouri-Kansas-Texas, R.R.

MUCH HAS BEEN accomplished in the past two years in the prevention of loss and damage to LCL freight. This has been accomplished by seeing that the freight is properly marked and loaded into clean cars free of protruding nails, anchor plates, and steel bands, and most of all, properly stowed. Bulkheads have also been a big help in preventing damage, as they prevent shifting; also save breaking the load down when closing the car.

When cars are received at destination or transfer points that have not been properly stowed or prepared for loading, the agent at these points should notify the loading station, giving him the full details as to all conditions that had caused loss or damage.

Most of the larger stations have been furnished with cameras. These cameras should be used in taking pictures of improperly stowed cars, etc., and such pictures should be furnished to the proper parties in order that they might profit by their mistakes. Each agent and his force should solicit and welcome instructive criticism, as surely no station force will willfully misload or mishandle merchandise, and loading forces have no other method of knowing how their merchandise arrives at destinations, unless destination stations so advise.

Furniture, television sets, television tubes, radios, refrigerators and ranges head the list of freight claim payments on LCL shipments. There cannot be too much time given to these six articles. Proper supervision should be given at the time they are received for shipment until they have been delivered to the consignee. All ranges should be loaded against side walls

of cars, thus protecting the panels, doors and control switches and much care should be used to see that light freight only is loaded on top. Neon signs should

(Continued on Page 24)



Rated by some as the best railroad freight station warehouse foreman in the country, J. W. Hammond, (R.) general foreman of the Katy's Broadway Freight Station, St. Louis, is shown pointing to a properly stenciled address on a crate of freight. T. J. Boston, general agent, (L.) and I. A. Calliott, manager of the National Carloading Corp., St. Louis, look on.

Expert Packing & Shipping: Article I

"Special Small Problems That Were Solved"

By CLIFFORD H. KEITH
Special to Shipping Management

Beginning with this issue, SHIPPING MANAGEMENT presents a series of articles by Clifford H. Keith, research coordinator in packing and shipping. Problems plaguing shipping and traffic executives in all fields will be examined by Mr. Keith, who will attempt to solve them through research, expert knowledge and the many contacts he has in the field. Mr. Keith welcomes queries and the presentation of specific problems by our readers. Reader comment will also be appreciated. Cases so far selected for study in SHIPPING MANAGEMENT, include, in the April issue: "Centralization of Key Departments" and in the May issue: "Standardization of Packing Material".

THERE IS AN OLD adage which states in effect—To find the easiest way to do a job, simply give it to a lazy man. There is a great deal of logic behind that statement. Often, in striving for efficiency, plants have made large expenditures of both time and money which could have been avoided if they had approached the problem as a lazy man would. This approach would be to utilize the plants' own resources and the method which requires the least amount of effort. Packing and shipping departments, especially in plants which are affected by defense production, are faced with a whole new set of problems both general and local. The main problem is congestion due to increased production. Production changeover from civilian to defense necessitates unit packing changes which for a time will cut packing efficiency. A complete new system for ordering containers and parts must be set up. More than ever before, due to the shortage and high cost of paper, the package designer must cut the cubic volume of his unit and master containers to the absolute minimum. Turnover and adding of personnel in departments handling intricate packing is also a matter of concern.

Depressed Ramp Saves Space

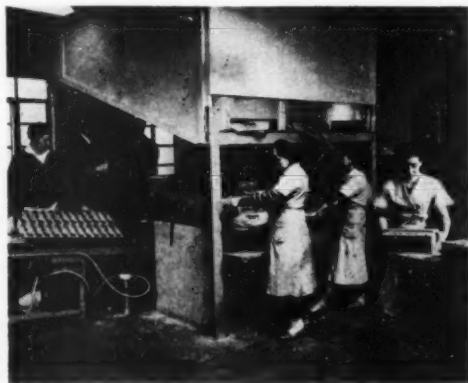
At present there is no time to make elaborate changes, so the simplest solution must be found. Due to expansion and increased production it was found that a new ramp was needed to accommodate two additional trailers in a Long Island plant. As loading and unloading is done by industrial machine in many cases, the new ramp necessarily had to be constructed to

trailer bed level. The engineering staff worked diligently for over a month and at length presented an impressive plan for the construction of a graduated platform leading from plant floor level to trailer bed level, to be curved and fitted into approximately one-thousand square feet of shipping area. When informed that the cost would run well into five figures an executive decided to look at the plans. After a complete study he asked why a depressed ramp for the trailers could not be dug using an outside approach rather than having the raised industrial machine platform cutting into the badly needed shipping area. This plan is being carried out, and at less than one-tenth the expenditure originally indicated.

Defense Program Packing Speeded

A Pennsylvania manufacturer, handling defense work on seven items, found he could save several thousand dollars in purchasing and also a large amount of valuable storage space if he could package all items in the same size container. As the items varied no more than two inches in any dimension, this was easily done by using interchangeable interior parts. The fact that he has

(Continued on Page 24)



The overhead bin installation above makes it possible for the packing personnel to eject a carton, snap it open and pack with a minimum of time and effort; thus leaving the area free of congestion due to stacks of unused cartons.

Power Truck System Accomplishes 5 Major Efficiency Objectives In Dept. Store Warehouse

GIMBEL BROS. INC.

Philadelphia, Pa.

WITH BUT VERY FEW exceptions every item of merchandise which is placed in the five-story Service Building of Gimbel Bros., Inc. big department store in Philadelphia, Pa., moves on wheels through the entire warehousing cycle from receipt into outward shipment. This is due almost entirely to the installation of a material handling system employing powered industrial trucks and pallets. This system, which in early 1951 had been in operation approximately two-and-a-half years, had by that time accomplished many of the objectives which were set up at the time it was planned. These objectives were to:

- Expedite merchandise to customers;
- Mechanize every possible operation;
- Eliminate, as far as possible, all extra handling;
- Reduce operating costs.

For many years Gimbel Brothers' warehousing operations had been carried on in an older building, and it was shortly before 1942 that plans were made to centralize operations in a new building. The outbreak of the war held up the contemplated change, largely because the government "drafted" the proposed new building for war service. It was not until early in 1948 that the building was released by the government and plans for the reconversion of its warehousing system could be put into operation by the Company.

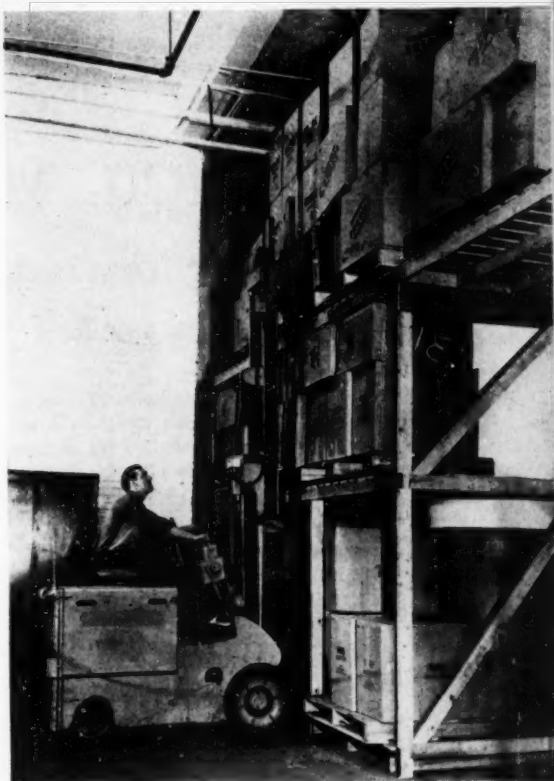
Smaller Building, Larger Volume

Containing some 350,000 square feet, the new building is smaller than the former warehouse, but through the use of pallets and telescopic lift trucks, about

(Continued on Page 25)

Right Top: Through use of storage battery-powered fork trucks and pallets, goods that formerly occupied many square feet of floor space when warehoused manually, now are handled in safety many feet above the floor level.

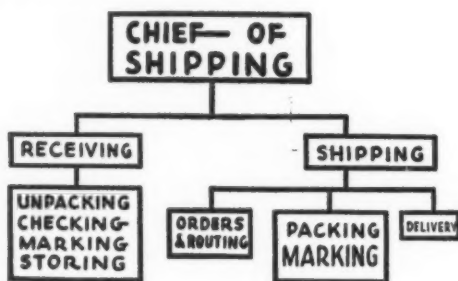
In the picture at right a hand jack-pallet handling truck moves three pallet loads of the same item (126 pails in all) from point to point within the storage area. Pallets were superimposed into this three-high load by means of a battery-electric fork truck.



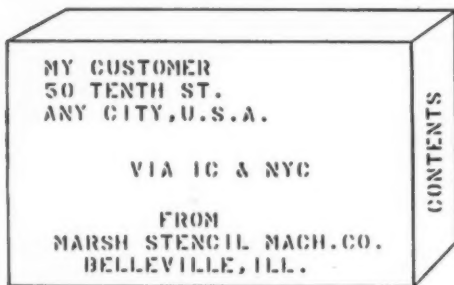
STENCIL MARKING ABC's

For Safer, Surer Arrival Of All Types Of Shipments You Need Only Follow These Simple Tips

THE TIPS THAT appear on these two pages are from a company with long experience in the business of supplying stencil-marking equipment. Followed carefully this advice will prove of permanent value in your marking and shipping procedures. During the months to come more advice on correct stencil marking will appear in SHIPPING MANAGEMENT.



This chart shows the basic set-up of most shipping organizations. Some ONE man is responsible and we may aptly call him "Chief of Shipping."

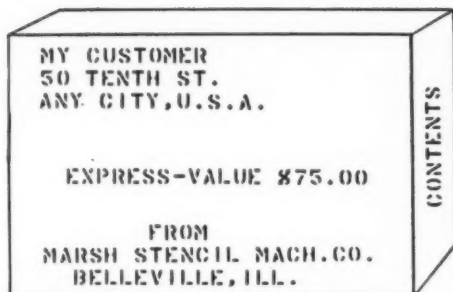


FREIGHT—Rail, Truck, Water

Shipments should be legibly and durably marked with customer's address, routing, name of shipper. Unless marked "Prepaid" shipment is collect.

Pool and Warehouse shipment sent to one place for distribution to others should have warehouse address marked ABOVE, or marked on cardboard tacked OVER name of final consignee.

Cuts & Data Courtesy Marsh Stencil Machine Co.

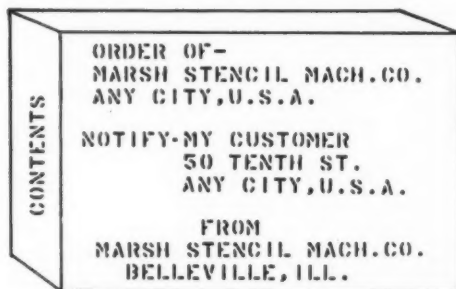


EXPRESS

Shipments should be legibly and durably marked as shown. Shipments are automatically insured up to \$50. If more than \$50, mark exact value on package. Unless marked "Prepaid," shipment is collect. Yellow label means "Prepaid;" White means "Collect;" Green means "C. O. D."

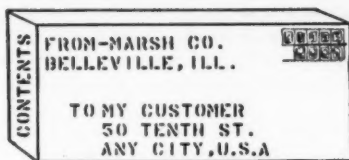
AIR EXPRESS

Mark as for regular express shipment, but also mark boldly and clearly "AIR EXPRESS." The code word "AIRYX" means ship Air Express.



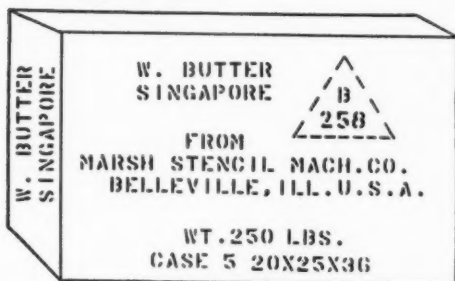
SHIPPERS ORDER OR C. O. D. FREIGHT SHIPMENT

Mark shipment legibly and durably as shown above. Shippers Order Bill of Lading and Invoice are transmitted through the bank. When customer pays bank he gets Bill of Lading and possession of the shipment.



PARCEL POST

Mark as shown above; shipper's name in upper left corner; customer's address lower center or right; stamps affixed in upper right corner. Parcels may be sealed if marked "POST-MASTER: Contents—Merchandise—This parcel may be opened for postal inspection if necessary."



EXPORT

Shipment must be marked legibly and durably, for quick, easy identification, with name of Customer, name of Shipper, Gross Weight, etc. Marking should be on TWO exposed surfaces. All marks on packing cases should agree with those appearing on shipping document.

NOTE: Only two countries, Ecuador and Bolivia, S. A., specify gross weight to be marked at least 6 cm, or 2 3/4" high. All other countries accept shipments marked with Marsh Stencils.

MACHINE SHOULD BE 30 INCHES HIGH



The cabinet or bench on which you place your stencil machine should be 30 inches high. This is the correct height for easy, convenient operation.

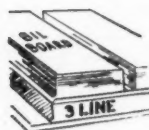
Fasten the machine securely with bolts or screws to a solid base. The Dial and Table of the stencil machine should be well lighted.

ORDER HOLDER



In a convenient place, back of the machine, have a hook, clamp or holder to hold your ORDERS. Make it easy to look from the Order to the Dial of your Stencil Machine.

SUPPLY OF STENCIL BOARD



Have a shelf or rack, on side of back of the Stencil Machine for extra supply of stencil board with sizes marked showing length and width of stencil. For example—3-line 4 x 16". Saves time, insures getting the correct stencil board for each address.

CUTTING STENCILS

Three main ways to cut stencils—FLUSH, HANGING INDENTATION, CENTER.

MARSH STENCIL BELLEVILLE, ILL.

FLUSH—Start stencil at same place for each line.

MARSH STENCIL BELLEVILLE

HANGING INDENTATION—Cut first line FLUSH. Space 3 times before starting second line. Space 6 times before starting third line, etc.

A MARSH BELLEVILLE

CENTER—Have correct typed or printed copy before you start. Count number of vacant spaces from left. Space required number, then cut. To cut copy above, space 5 times to cut "A." Space 3 times then cut "MARSH." Cut "BELLEVILLE" flush. Notice if your stencil machine spaces on UPSTROKE or DOWN-STROKE; this makes a difference of one space in your count.

CHECK AND DOUBLE-CHECK

1. The Order
2. The Stencil
3. The marking on the shipment.



Make a record for ACCURACY and GOOD WORK. Do one thing at a time. DO IT RIGHT.

CORRECTING ERRORS—When you make a mistake cutting a stencil you can paste a piece of gummed tape on both front and back of stencil, covering the error; slip the stencil back in machine, space carefully and punch the correct character.

CUTTING STENCILS—The letter "I" is used for the numeral "1" and the letter "O" is used for the cipher. For fractions use numerals separated by the oblique line /. DOLLAR SIGN is made by cutting the oblique mark / over the letter "S".

CORRECT SIZE STENCIL BOARD—Do not cut too close to the end of a stencil, nor too close to the top. The brush will run over and smear the carton or package.

HANDY STENCILS TO HAVE READY

Cut several stencils with the words "FROM" your firm name and address. Cut stencils for each routing by rail, truck, etc. Sometimes the routing is cut on same stencil with customer's address.

Other handy stencils to have ready are:

Fragile	Perishable	Liquid in Glass
Glass	No Delay	Keep From Extreme
This Side-Up	Collect	Heat and Cold
With Care	Prepaid	Contents

METHOD OF HANDLING STENCILS

1. Stencil is cut and pinned to order, remains with order until goods are packed and ready for marking.
2. Stencil is cut AFTER goods are packed.
 - A. Stencils are cut in oil board and used again. A complete file of stencils is kept for customers.
 - B. Stencils are discarded after use and new stencils cut each time an order comes through.



D. R. Dominic's

"LISTEN, Mr. Traffic Manager"

TRAFFIC MANAGERS WHO OFTEN have large special mailings might do well by investigating the possibilities of using government precancelled stamps in some of their operations. This is particularly applicable to companies using meter machines for their postage. This latter statement, to a real Traffic Manager, might sound unnecessary and unorthodox but recently we had occasion to use these stamps despite our regular meter machines.

We had a large number of special shipments to get out on a certain day. Each shipment was to consist of a fourth class parcel with a first class letter attached to the outside. The letters were more or less of the form letter type and each had to be folded and inserted into the envelope. If we waited until the day of shipment to make up these envelopes we could not possibly keep up with the packages being mailed. Consequently, we made up the envelopes ahead of time. However, the problem arose as to how to affix postage, for, not knowing the exact day of shipment, we couldn't use metered stamps and still make them up in advance. On the other hand, if we affixed regular 3 cent stamps the postoffice would have a difficult time cancelling each package, not only throwing an added burden on them but also delaying our shipments. The solution was to use the precancelled three cent stamps on the letters and of course our regular meter stamps on the packages. Thus we were able to accomplish the job within a definite period of time.

The recent railroad strike which forced embargoes on both railway express and parcel post brought up another point in connection with using metered stamps. Shippers, although they could not send out material, continued to get orders from their customers. If the shipping departments shut down it would mean too large a backlog of orders to pack and get out when the strike ended. They could, however, pack up the orders even though they wouldn't go at that time. Placing the stamps on the packages at time of packing, however, became the problem because the date of actual shipment could not at that time be determined. The easiest way to do this is to get permission from the postoffice to put stamps on each package as though it were a normal shipping day and then regardless of when the embargo ends the postoffice will accept the packages with the old dates on them.

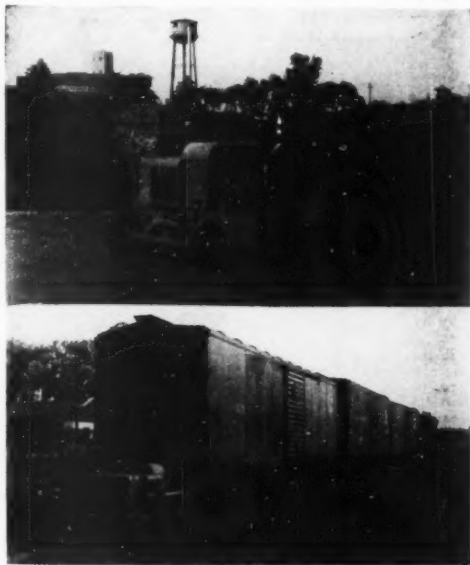
While on the subject of metered mail tips we might mention a corrective measure to be taken in case first class mail has been run through the machine

with either the wrong date on it or no date at all. We know from experience, that oftentimes the girls handling the mailing machines fail to make the proper date changes. If this happens simply take the letters

(Continued on Page 27)

Machine Works on Track or Ground To Haul, Spot and Switch RR Cars

Hauling, spotting and switching railway cars is done with the small and compact gasoline-powered Trackmobile which uses hydraulic jacking power for two



Versatility of the new Trackmobile developed for spotting, switching and hauling railway cars is accentuated in its ability to shift quickly from ground to track operation. Approaching the track on rubber-tired wheels, the Trackmobile raises road wheels hydraulically. The time required for changeover is just 30 seconds. All controls are within easy reach of the single operator required.

features: it can travel either on railway track or on the ground, and can change from one to the other in 30

(Continued on Page 27)

Packaging Requirements Of Military To Be Explained At AMA Convention

Packaging requirements of the armed forces will be explained to industry by representatives of the Army, the Navy, and the Air Force, at the American Management Association's three-day national Packaging Conference, April 17-19, at the Auditorium in Atlantic City. The conference will be held in conjunction with the 20th annual National Packaging Exposition, also under the auspices of AMA, which will be on view at the Auditorium for four days, April 17-20.

Speakers from the armed forces who will take part

(Continued on Page 28)



NO Shipping Damage Lost Shipments

30 Year Record Of This Company

CHAS. O. LARSON CO.
Sterling, Ill.

THIRTY YEARS OF SHIPPING wire hardware and bright wire goods with practically no incidents of shipping damage or lost shipments due to container failure is the remarkable record achieved by the packing and shipping department of the Chas. O. Larson Co., Sterling, Ill.

Furthermore, according to Charles Buyers, shop superintendent in charge of packing and shipping, the company's customers frequently volunteer compliments upon the manner in which Larson goods are packed in new, clean wooden shipping containers.

Most of the company's production is shipped in consumer cartons that are consolidated into single packages by being overpacked in wirebound boxes, either for domestic or export shipment. For export, wirebound boxes are lined with heavy paper and, after being packed and closed, reinforced with steel strapping.

The Chas. O. Larson Co. was founded in 1920 and is still headed by Charles O. Larson, president. His brother, A. A. Larson, is secretary and treasurer.

Proper Packing Emphasized

From the outset, proper packing for shipment, so goods would be received in first class condition, was one of the principles of the company's policy to win and retain the good will of customers. That this policy has paid off is shown by Buyer's comment that:

"We've never had a complaint about our wirebound shipping containers."

"Our customers," he said, "frequently show appreciation of good packing by writing unsolicited letters commending us. We make it a point to use only new, clean wirebound boxes so that our shipments make good impressions from the moment they are received. Damage from failure of wirebound boxes during shipment is practically unknown to us."



Workers pack wirebound boxes by wheeling them on a hand-truck between shelves stocked with consumer cartons holding the hundreds of different Larson items. An order is filled by placing cartons in the box according to the order sheet. When an order fails to fill a box completely, wood excelsior is used to prevent cartons from shifting.

Three sizes of wirebound boxes are used. When packed, the smallest ships out at about 125 pounds, the medium size from 175 to 200 pounds, and the largest from 250 to 275 pounds. Container tare weights are, respectively, 10, 14, and 16 pounds.

Consolidating Shipments

Consolidating small cartons into single large shipments is fast and easy. A worker wheels a box on a hand-truck between shelves stocked with consumer cartons holding the hundreds of different Larson items. He fills an order simply by placing cartons into the box according to the order sheet. When an order fails to fill a box completely, wood excelsior is used to prevent cartons from shifting.

The packing room procedure is further simplified by the ease and speed with which the three-piece wirebound boxes are both assembled and closed. To assemble, the one-piece wirebound "mat" that contains the four sides of the box is simply folded into shape and the ends slipped into place. A box is closed simply by folding the top shut and nailing it to the ends for maximum security, then engaging and twisting together the ends of the binding wires.

Because the wirebound boxes are received with the one-piece wirebound "mats" flat and bundled, with ends bundled separately, large numbers can be kept on hand, stacked in a minimum of floor space.

Solving Packing And Shipping Problems

Important Part Of Company's Profit Program

Excerpts From A Panel Discussion

PART II

THE FIRST PART of the following article on how one of America's largest company's has tackled and solved many of its packing and shipping problems appeared last month. Mr. H. J. Benzie now tells of some other solutions in materials handling.

Another development that we consider outstanding is the palletizing of heavy basket for our automatic washing machine. Here we have a fairly heavy, constant volume mass production. Our problem also involved satisfactory inventory control. This is an item of considerable value, representing a very high percentage of the total inventory tied up in the line. We attacked this problem by combining the packing, inventory control, materials-handling and traffic procedures before arriving at a solution.---

Apalletized unit load weighs 1700 pounds and measures 4 feet by 4 feet by 6 feet high. There are 20 baskets tied together in this unit load. We use steel box strapping to hold the load in place. It is equipped for fork-truck handling, will fit two wide in a freight car or flat-bed truck equally well. The plywood platforms

are so constructed and supported that they hold the baskets, weighing 73 pounds apiece, securely, preventing sidewise motion, both top and bottom.

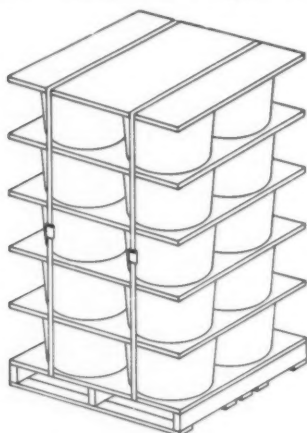
We formerly spent 33 cents for the corrugated packing material making up the old box but now we have eliminated the box entirely and by virtue of the repeated use of the pallets, have reduced our cost 63 per cent. The finish on the basket is porcelain enamel and is also one of the products that concerned the Porcelain Enamel Institute's Safe Transit Committee. Not only has damage been reduced, but the savings are tremendous because of the volume.

This is simply an example of what can be done in eliminating some of the packing and substituting unit loads or similar ideas, and by careful coordination of your packing, materials-handling and traffic functions.

"No Packing" Protects Fragile Surfaces

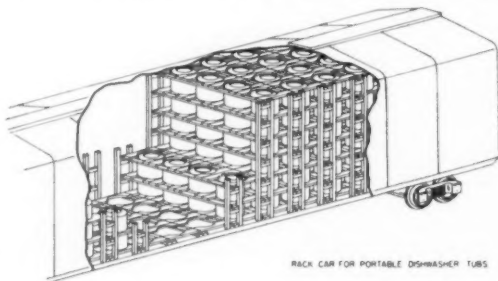
Another example is the dishwasher tub that we formerly packed in individual corrugated boxes and loaded in freight cars or trucks. We experienced what seemed at one time the inevitable damage to porcelain enamel items until we recently eliminated the corrugated box altogether. We adopted a slogan that seems to be catching on pretty well—"No Packing"—which applies to this item. We believe our handling of the tub is a forerunner of other applications of this principle.

We load these dishwasher tubs on wooden racks, bolted to the side of the car, that are part of the railroad car equipment. In addition, the car is equipped with a Duryea underframe, AAR Designation XM, which permits a longitudinal movement of 7 inches in either direction beyond that of the average car. The racks



PALLETIZED UNIT
AUTOMATIC WASH MACHINE BASKET

The abstracts presented here are from a panel discussion conducted by representatives of the General Electric Company at the National Packaging Conference and Exposition of the American Management Association, held at the Navy Pier, Chicago, April 24-26, 1950. They have been reprinted in a book compiled by the AMA and copyrighted, called "How General Electric Tackles Its Packaging, Packing and Shipping Problems."



RACK CAR FOR PORTABLE DISHWASHER TUBS

NEW PRODUCTS & LITERATURE



HORIZONTAL INVERTED HEAD STITCHER

The Young Horizontal Inverted Head Stitcher has been designed and is being manufactured to stitch long cartons, such as might be used for packing venetian blinds, rods, tubing, etc.

The cartons used ordinarily come made with a full overlap on each end.

The stitching point of the machine can be built to match any table height desired. The carton to be stitched is laid flat on the table, the full overlap flaps are



folded over the thin narrow clincher arm, which extends far enough in front of the machine to allow for this. Then the carton is slid in under the head of the machine and stitched.

Because the carton lays flat on the table the operator can square it up easily, fold the overlap flaps down nice and tight, doing a good stitching job. The table on which the carton lays carries the weight—It's not in the hands of the operator.

POWER AIR STAPLER

Government regulations for export shipping in wooden boxes or crates require steel strapping and staples over the strapping.

Although the wooden boxes are tightly strapped when leaving the factory, months or years of storage in dry air will cause the wood to shrink. This allows the strapping to loosen to the extent that it loses all effectiveness, unless staples are used over the strapping.

To overcome the delay hand stapling causes, the Power Line AS-6 Air Stapler has been developed to drive a heavy duty staple over strapping. The preformed 13/16" crown, 5/8" leg, No. 58 Power Line Staple meets all government specifications and are cohered together, 50 staples to a strip. The Power Line Air Stapler is portable leaving one of the operators' hands free to adjust or turn the boxes.

This machine enables the shipping room to maintain the increased production defense orders require.

GIANT REGISTER

Recently put on the market by the Atlantic Register Company, the Giant Register takes an entire carton of 1250 quadruplicate sets at one loading. The carton is set in the register without un-

packing. The Register is made portable by being mounted on rubber-tired ball bearing casters. It can be pushed to any part of the shipping department or out on the loading platform with little effort.

The writing table is tilted at the correct angle for writing while the writer is standing. Before each set of forms is written a mechanism consisting of two pins engages the punch-holes and accurately puts the



printed forms in alignment, so that writing is always done on forms perfectly registered.

NEW TYPE DOLLY RACK

A new type dolly rack that conserves shipping dock space has been designed by Equipment Manufacturing Inc.



The new rack is of the stacking type and is designed primarily for order picking, assembly and storage in warehouses.

The new dolly racks can be conveniently pushed by hand in assembling individual

Literature and prices of products mentioned can be obtained if you drop a post card to Richard Gertner, News Editor, SHIPPING MANAGEMENT, 425 Fourth Ave., New York 16, N. Y.

Companies having new product stories should send them to the same address.

orders and then towed in trains to the loading area. Here they can be stacked to conserve floor space until the carrier is ready to receive the shipment.

Special features are the safe, self-centering stacking caps which permit stacking the loaded racks the limits of truck reach or ceiling and a new towing hook up which keeps the trucking even in long trains.

TAPE TACKER

A portable hand tool similar to a gun-type tacker, which dispenses pressure sensitive tape, is being placed on the market by the Trig A Tape Corporation.



A single squeeze of the trigger, feeds, cuts off and attaches a strip of white pressure sensitive tape to any surface, including glass, without marring. It is used for attaching signs or posters and saves time and simplifies many attaching operations.

The tape which the device dispenses can be written on with pencil, ink or crayon, making it ideal for marking, tagging and identification in warehouses, retail shops, shipping departments, etc.

TINY AUTOMATIC TACKER

Tiny as a toy, yet efficient as a large industrial staple tacker, a new pocket-size tool has been developed by the Heller Company to effect new savings of time and money in making wire installations.

This new tacker speedily staples braided, rubber-coated, single and double strand wire and hollow tube lines. Front and rear guides circle the wire and permit rapid drawing around difficult angles or corners, along baseboards, plaster walls, window frames, ceilings, door jambs and rafters.

Uses an improved staple, made in several colors, whose driving points easily penetrate plaster, composition board, hard and soft woods (with holding power up to 64 lbs.). Drive the staple to a desired depth without marring or injuring the wire.

Handily carried in the pocket for use on such jobs as television, radio, music box and pinball wire installations, burglar alarm and intercommunication systems, as well as many other uses.

DIEFENDORF AWARDED HONORARY LIFE MEMBERSHIP IN SIPMHE

◆ Ray C. Sell, president of the Society of Industrial Packaging and Materials Handling Engineers, announced recently that Harry C. Diefendorf of Detroit, Michigan, had been awarded an honorary life membership in the Society.

Mr. Diefendorf is president of the Michigan division of S.I.P.M.H.E. and pioneered the first formal course in Packaging and Materials Handling at Wayne University, Detroit. Later, with the cooperation of S.I.P.M.H.E., he helped develop the first Wayne University Packaging and Materials Handling Institute which served as a pattern for the annual "Short Course" now conducted by S.I.P.M.H.E. with colleges and universities throughout the nation.

H. T. HOLBROOK SPEAKS TO PHILLY SIPMHE ON MILITARY PACKING

◆ The second regular evening meeting of the Philadelphia group of the Society of Industrial Packaging and Materials Handling Engineers was held on Monday, February 26, 1951, at the Benjamin Franklin Hotel in the rooms of the Traffic Club of Philadelphia at 8:00 p.m.

Mr. H. T. Holbrook, of the Standard Cap and Seal Corp., 405 Lexington Avenue, New York City, and formerly a member of the Army Packaging Board addressed the group on the subject: "Industry's View of Military Packaging."

EASTERN DIVISION SIPMHE HEARS LECTURE ON PALLET DEVELOPMENTS

◆ Mr. Saul Goldweitz, Vice President, Materials Handling Laboratories, Inc., of Boston was the guest speaker at the February meeting of the Society of Industrial Packaging & Materials Handling Engineers. His topic was "Recent Developments Pertaining to Pallets and Pallet Operations."

The meeting was held on 19th February in the Brass Rail Restaurant at 7th Ave. and 47th Street, N.Y.C.

WHITON SUCCEEDS EMBRY AS PRES. WIREBOUND BOX MFRS. ASSOC.

◆ A. L. Whiton of Chicago was elected president of the Wirebound Box Manufacturers Association at its annual meeting in New Orleans Feb. 9. He succeeds Norris W. Embry, also of Chicago, who was named vice-president.

Two new directors also were elected. They are Kenneth H. Leash of Portland, Ore., and W. J. Pierpont of Savannah, Ga.

Mr. Whiton is widely known in the shipping container industry. He served

throughout World War II as a civilian consultant, some of the time overseas.

He began his government service in 1941 as a field consultant for the Forest Products Laboratory assigned to the Ordnance Department. He became Chief Field Consultant in 1942.

In 1944, Mr. Whiton transferred to the Ordnance Department itself as Chief of the Packaging Branch, Office of the Chief of Ordnance, where he served until September 1945.

EDGAR W. PITT APPOINTED V-P SALES, FOR SHERMAN PAPER

◆ Mr. George Sherman, President of Sherman Paper Products Corporation, Newton Upper Falls, Massachusetts, has announced the appointment of Mr. Edgar W. Pitt as Vice President in Charge of Sales of that company.

**EDGAR W. PITT**

Mr. Pitt returns to Sherman after an absence of six years, during which time he served as Director and Vice President in Charge of Sales at Central Paper Company and, more recently, as Sales Manager of Gummed Products Company.

Previous to 1945, Mr. Pitt served as General Sales Manager at Sherman Paper Products Corporation, where he had been associated for 15 years. He was instrumental in the development of the Sherman V-Line protective-packaging papers, which played an important part in shipment of material during World War II. His 20 years experience in the Paper Industry particularly suits him for the executive responsibilities of his new position.

Mr. Pitt has already assumed his new duties at the Executive Offices located in the Newton Upper Falls plant of Sherman Paper Products Corporation.

A. B. NIERENBERG BECOMES FOUNDING MEMBER OF THE YOUNG PRESIDENTS ORGANIZATION

◆ Mr. Albert I. Nierenberg was elected a founding member of the Young Presidents' Organization. The YPO, with head-

quarters in New York City, is a comparatively new organization whose members are presidents of companies billing several million dollars a year and were 37 years of age at the time of their presidency. Mr. Nierenberg is 29 years old and is president of Shelton Manufacturing Co., Inc., Long Island City, N. Y.

R. S. YOUNGBERG APPOINTED FRISCO MANAGER FOR SISALKRAFT

◆ The Sisalkraft Company, manufacturers of Sisalkraft waterproof, sisal-reinforced protective papers and sisalation reflective insulation, announces the appointment of a new manager of its San Francisco office.

Mr. Robert S. Youngberg, formerly in charge of the Sisalkraft Road Sales Department (for curing concrete highways), has taken over the position recently vacated by the retirement of P. M. (Pat) Olsen, who had been associated with the Company many years.

Mr. Youngberg, who formerly lived in Evanston, Illinois, has established his home and family in San Francisco.

CHIPPEWA WILL OPEN NEW ENLARGED PLANT IN CHICAGO

◆ A completely new and greatly enlarged Chicago plant will be ready this spring for occupancy by Chippewa Paper Products Co., Inc., according to an announcement just made by Joseph S. Druth, Chippewa's president.

Chippewa's new offices, Mr. Druth commented, will be extra spacious, with ultra-modern furnishings and equipment. A complete IBM System will assure the most speedy and accurate billing and service, he added, and provisions have been made for extra-fast quotations.

As part of the extensive new plant setup, Mr. Druth continued, elaborate preparations for spot servicing, drop shipments, and emergency shipments are being made. The tremendous storage space in Chippewa's new plant, he pointed out, means large stocks will be always available.

NEW COMPANY TO MANUFACTURE PAN LINERS AND PACKAGING PRODUCTS

◆ The formation of a new company to manufacture paper pan liners and other packaging products has been announced by two former executives of Sherman Paper Products Corporation. Adopting the name of Bestpak, incorporated, the new company will be headed by John Herrick as President and Paul Thompson as Vice President and Treasurer. Mr. Herrick was formerly Vice President in Charge of Sales and Mr. Thompson was

(Continued on Page 32)

★ TRAFFIC REPORTER ★

The Industrial Traffic Managers' Association of Kansas City held its regular monthly meeting on the evening of February 19, at the Plaza Royal Restaurant.

Mr. J. H. Tedrow, Transportation Commissioner of the Chamber of Commerce discussed the effects of Missouri State House Bill No. 150, proposing the establishment of ports of entry on highways where trucks enter Missouri; also House Bill No. 183, proposing repeal of border city exemption from the provisions of the Missouri Public Service Commission Act.

The Women's Traffic Club of New York, Inc. held their regular monthly Dinner Meeting at the Park Sheraton Hotel, Seventh Avenue and 55th St., New York City, on Tuesday, February 13th.

The Guest Speaker for the evening was Miss Lillian M. Griffin, and the topic of her speech was—"Investments."

At the Feb. 15 business meeting of the Women's Traffic Club of San Francisco at the Women's City Club, Helen W. Routh, California Packing Corporation, was elected president for the 1951-52 term of office. Miss Routh's officers will be Phyllis Nelson, Bethlehem Pacific Coast Steel Company, Vice President; Florence Cunningham, Overland Freight Transfer Co., Secretary; and Jewell Sloat, Western Publications, Treasurer. The new directors on the Executive Board are Emily Thibodeau, Bekeins Van & Storage Co., Frances Rutherford, California Dispatch Line, and Grace B. McAuliffe, B. R. Garcia Traffic Service."

The retirement of Frank J. Danner, GTM of Chase Bag Company for more than 25 years has been announced by the General Sales Office in Chicago. Mr. Danner's many business activities included serving as Director of the Traffic Club of Chicago. At his retirement he resigned his office with The National Industrial Traffic League's Finance and Auditing Committee.

"Past Presidents' Night" was the theme of the February 15th meeting of the Pacific Traffic Association, held in the Crystal Room of the Bellevue Hospital. An address on Abraham Lincoln was delivered by Louis A. Warren, Litt., D., historian for the Lincoln National Life Insurance Company.

The Friendship Association Luncheon of The Women's Traffic and Transportation Club of Baltimore, Maryland was held on February 3, 1951. Mrs. Hester Beall Provensen was the guest speaker.

Metropolitan Traffic Association of New York, Incorporated held its Annual Dinner Dance at the Hotel Astor, New York, on Saturday, February 24th, 1951.

(Continued on Page 33)

Not SIX...

But TWO Strips!

Yet 30% Stronger Because Angier SNAKE TAPE is Reinforced

ACCEPTED for parcel post, express, full carload and truck shipments, this "2 strips — not 6" method of sealing saves more gummed tape and sealing labor. Angier Snake Tape is reinforced — therefore, STRONGER! Cartons sealed with only TWO strips of Snake Tape are proved 30% stronger than cartons sealed with SIX strips of ordinary gummed tape.

Why don't you eliminate damage claims due to tape failure — save on tape requirements — cut sealing labor two-thirds! For full information and samples, mail coupon now!



Angier
CORPORATION

Framingham 9, Mass.

Industrial Packaging Manufacturers & Engineers Since 1895
Representatives & Distributors in Principal Cities

FREE SAMPLE
25 YD. TEST ROLL

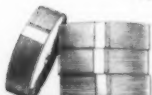
1. Asphalt Bond Makes It Waterproofed.
 2. Reinforced for Extra Strength.
 3. Double Layer of Selected Kraft.
 4. Best Animal Glue for Perfect Seal.
- SIX WIDTHS IN 100 yd. rolls. Easily dispensed in any "cut-off" type machines.

() FACTS, literature, prices. () FREE SAMPLE — 25 YD. test roll. () DEMONSTRATION. Have representative show how Angier Reinforced SNAKE TAPE can seal our packages better — at less cost. (Attach coupon to letterhead or write name, title, address in margin below.)

I'M NO DUMMY... ANYONE KNOWS **RED STREAK SEALING TAPE IS BEST!**

Seal it **RIGHT** with **RED STREAK** tape.

Yes, everyone knows Red Streak Sealing Tape is best. It seals tightly . . . reinforces the package and makes it tamperproof. No other form of closure gives so much for so little.



Those Gumming Specialists

The Brown-Bridge Mills, Inc., Troy, Ohio

TIME ON YOUR HANDS

with HANSEN ONE-HAND TACKER

A Hansen tacker in your hand means extra time on your hands. As fast as you can grip the handle, the Hansen drives tacks or staples—firmly, accurately. Saves you time tagging boxes for storage, fastening padding and lining, labeling for shipment, etc. Dependable even on hardest wood. **ASK FOR FOLDER**

HANSEN A. L. HANSEN MFG. CO.
5027 HAVENSWOOD AVE. CHICAGO 40 ILL.

Mark 'Em Right!

(Continued from Page 13)

be tested at receiving stations, transfer points, and destination, with notations placed on waybills showing the condition of the signs at time tested.

Much care should be used in blocking, bracing and banding heavy shipments of plate glass, barrels, crates and boxes. Above all, it is thought that a perfect record is the best claim prevention we can have. Thousands of dollars have been paid for lost packages that were never lost, but proof of delivery could not be substantiated due to improper records.

Receiving and check clerks for the railroads are the same as receiving and paying tellers at banks. They should examine shipments of freight handled by them to see that they receive, or deliver, exactly what the bill calls for, the same as a bank teller would do in cashing checks or in handling money through his cage.

Expert Packing & Shipping

(Continued from Page 14)

standardized seven items into one container has also permitted him to reduce his inventory.

Congestion Eliminated

Not being able to see the forest for the trees, is another well worn phrase, but is undoubtedly the key to the reason so many traffic and materials handling problems have to be solved by outside experts. Being able to observe his packing room abstractly permitted the traffic manager of Teddy's House of Seafood, large New York retail packer, to suggest a change which was completed at small cost and was highly effective in reducing congestion and speeding up packing. Before the overhead bin (see illustration) was constructed the packing personnel had to obtain cartons from bundles stacked nearby which obstructed traffic for the entire area. As folded set-up cartons are used for packing the Teddy's retail units it was a simple matter to construct an overhead bin with a regulated feed. The packing personnel can now eject a carton, snap it open and pack with a minimum of time and effort; thus leaving the area free of congestion due to stacks of unused cartons.

Best Palletizing Method Selected

The materials handling manager for a large brake lining manufacturer recently experimented with several different types of pallets and container designs trying to reduce cost and palletizing time. The most effective method finally chosen was also the simplest. The brake linings are now packed in 36" open topped trays and palletized two rows wide and ten high. The bottom of the second tray forms the top of the first tray and leaves a separate covering in the form of a pad necessary for the tenth trays only. When steel strapping is applied it forms a very compact pallet, and approximately 25% of the corrugated formerly used has been eliminated. The over-all packing time is also

reduced. This method of shipment is now being employed by a large part of the brake lining industry.

Simple and easy are not words which can be applied to a great number of packing and shipping problems. In such cases expert advice should be called for. But often such advice is called for when a simple solution could have been found within the plant. A little encouragement, perhaps in the form of a bonus plan, sometimes can produce remarkable contributions from personnel normally thought to be mediocre.

Power Truck System

(Continued from Page 15)

three times as much merchandise is handled and taken care of as in some 400,000 square feet of space in the former warehouse.

Installation of the system was carried on under the direction of William F. Burns, Store Superintendent of Gimbel's Philadelphia, who was assisted by William T. Stoler, Superintendent of the Service Building. Both men, when interviewed in early 1951, said that while not all that they had hoped for had yet been realized, the new system had given a good account of itself and that, in terms of savings, there has been "a large reduction in operating costs, a substantial reduction in damage to merchandise, greatly increased cubic storage capacity and, what was of more importance to management, speedier service to customers."

Palletization Basic

"The basic material handling technique employed at our Service Building is palletization," said Mr. Burns. "We palletize every item that we can, from appliances down through the list to furniture, including beds and chairs. Occasional tables, for instance, are palletized and stored in three decks on specially constructed racks. Linoleum is stored in box pallets for easier handling by means of powered hand trucks. What we hope to do is to reduce manual handling here to the absolute minimum. This demands an integration of handling facilities which we have not, as yet, brought about. We find that we need additional elevator facilities to service our floors, and we hope to be able to install chutes and conveyors so that many items may be brought from other floors directly to the packing room and, when wrapped, be moved to the delivery floor where they will emerge on a sorting table for proper dispatching."

In further discussion of operations, Mr. Stoler said that appliances are palletized when received. This is done at the warehouse receiving dock. The pallets are moved by powered trucks to the proper storage bays and there stacked as many as three-high, depending upon the nature of the appliance. Before delivery to customers all appliances are inspected by Gimbel workmen. Movement to and from the inspection area also is made by power truck.

All other goods, with very few exceptions, are immediately placed on pallets at the Service Building receiving dock and either the fork trucks, or the powered

No Wonder —

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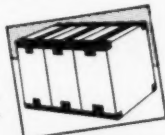


Golden Key gummed tape sticks tight the instant it contacts the carton. No patting or smoothing to make it adhere. Saves seconds on every strip.

Golden Key gummed tape won't curl . . . won't twist. It's not stiff but it's not limp either. Engineered for easy handling Golden Key saves seconds on every strip.



Golden Key gummed tape is made from finest selected gumming kraft and adhesive. The right combination of top quality materials is your assurance of stronger, more dependable package protection.



Golden Key "extra's" . . . extra strength — extra adhesion — extra handling ease . . . add up to more attractive packages and extra prestige for your firm.



Golden Key Super Standard gummed tape comes to you in a distinctive Super Standard carton. The heavy, water resistant inner bag guards unused rolls against moisture-spoilage and dust-soilage.

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Approved and used by Army Quartermasters, various Navy Departments, by Signal, Marine and Medical Corps and by prime and sub-contractors operating under the Armed Forces.

The material complies with Specification MILB-3106, as well as tentative Ordnance Specification AXS-1623. Fabco Packing List Protectors are listed in Navy Catalogue under Stock #53-P-38250-230.



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SHEAR CUTTERS**

for cutting
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A "Must Tool" for cutting steel strapping and wire binding on cartons, crates, bales, baskets... also load holding straps on trucks and freight cars. Painted end of top cutting jaw hooks easily under tight strapping or wire for a quick clean cut without damaging contents of container. There is a simple adjustment to keep jaws at exactly correct tension always. Ask your mill supply house now! No shipping or receiving room should be without one or more.

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hand trucks, move these loads to the proper storage bays.

Floor Distribution

Heavy merchandise is handled on the first floor. Here a fork truck, of 2,000-lb. capacity and capable of raising a load to a height of some 130 inches, is used. Two other powered fork trucks, each of 1,000-lb. capacity, are used on upper floors, one on the third where furniture is handled, the other on the fourth and fifth floors where still lighter articles are contained. Movement of the truck between the two upper floors is either by elevator or by a ramp. Similar ramps are maintained between other floors and it is planned that, in some instances, big delivery trucks will be able to bring incoming goods right into the building and make deliveries directly to the proper floors.

In the so-called basement area of the building, powered hand trucks are utilized, while on the second floor—which for the most part is badly congested with a variety of light goods—hand jack-lift trucks are, at present, being used.

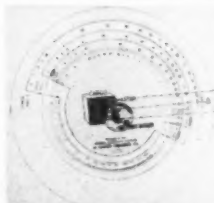
Heaviest Lines

Primarily the three heaviest lines of merchandise handled at the Service Building are, in order, carpets, furniture and household appliances. For the handling of carpets a special system, employing an overhead traveling crane, was installed.

Rolls of rugs, weighing up to as much as 1,200-lb. are stored in horizontal steel bins on each side of the crane-way. A cradle attachment on the crane lifts the rolls as they are wanted, and delivers them to the cutting floor. One man now can remove, or storage, rolls of carpet with the crane, whereas under manual methods that previously prevailed, as many as eight men would be required to handle a 12-ft. width of broadloom carpeting.

Both Mr. Burns and Mr. Stoler said that more merchandise passed into and out of the Service Building in a single day than was possible to handle in the former location, while service also is speedier thanks to the use of power trucks and pallets. When the system is running at capacity, between 18 and 20 thousand orders a week are moved out to Gimbel customers, while during the peak seasons around the

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holidays, this rate of movement increases. "The more that goes out the more must come in for replenishment," Mr. Stoler said, "so that what might be a 10% increase in tonnage of outgoing orders in reality is an increase of almost 21% in tonnage handled because it must first be brought in to the building."

During normal operations, the trucks operate some 6½ hours out of an eight-hour day, five days a week. A daily check is made both of the trucks and of the power sources servicing them. A more thorough check, with greasing, oiling, etc., is made of the trucks at regular weekly intervals. "Performance is excellent, and maintenance costs are almost negligible," it was said by Mr. Burns.

Hauls Cars on RR or Road

(Continued from Page 18)

seconds. The hydraulic jacking power is also employed to develop an adhesive force which gives the equipment a pulling power greater than that of plant locomotives weighing much more than its 6000 pounds.

The Trackmobile couples to any standard railway car. When coupled, the hydraulic jack raises the special coupler, forcing the equipment down on the track. A portion of the car's weight is thus transferred onto the mobile equipment, enabling it to develop a maximum draw-bar pull of 7350 pounds. The four rubber-tired wheels for ground travel are hydraulically retracted when the machine is positioned for track operation.

Machine will be on the market early in 1951.

"Listen, Mr. Traffic Manager"

(Continued from Page 18)

and rerun them through the machine again using the correct date with postage set at double O.



Our recent column regarding factors on F.O.B. point of origin shipment brought forth many letters asking for further details or answers to specific problems. The most common question was the liability factor "wherein the consignee requires prices f.o.b. point of origin, transportation charges prepaid and add to invoice."

If goods are sold f.o.b. point of origin it does not matter how the transportation charges are paid, either added to the invoice or forwarded as a collect shipment. The liability for shipment rests with the consignee providing consignor can provide him with the original signed bill of lading. In other words, consignor must establish proof of delivery of material to the carrier. At that point consignor is freed of liability.

The other question is on the basis of delivered price to the consignee. In this case, where material is sold "delivered," full liability rests with the consignor. Such an agreement is the same as selling material f.o.b. destination. In such a contract the shipper or seller agrees to take care of getting material to the door or loading platform of the consignee. Until the transportation company has obtained the

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5 WAY PROTECTION

- 1 REINFORCES YOUR CARTON
- 2 APPLIES EASILY
- 3 IS DUST-PROOF AND SANITARY
- 4 IS MOISTURE-PROOF
- 5 IS PILFER PROOF

SEAL THE RIGHT WAY WITH
"On to Sta"
 SEALING TAPE

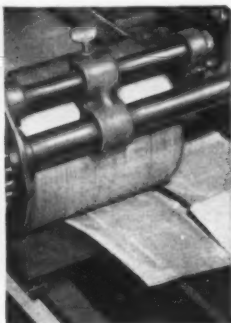
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 SO MUCH FOR SO LITTLE

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MANUFACTURERS OF "On-to-Sta" GUMMED PAPER
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Non-toxic, odorless, stainless, and most of all... **FAST SEALING.** Write today for free laboratory report and our generous trial offer.



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consignees signature for the material the title to the goods remains with the shipper.



The value of premium transportation, such as air express or air freight, is often lost through failure of the shipper to follow through on the shipment. This pertains particularly to shipments sent out by one concern to another to have further processing or finishing done after which it would be returned to the original consignee. For example: A shipper has some metal parts which he wants plated by an outside concern and then returned to him. The purchase order on the other company is made out and shipment leaves company A via air express for company B. At this point, most shippers forget the shipment assuming that it will be received by B and processed. Company B, in the meantime, can do nothing until the material arrives and usually just wait without word to anyone until shipment does show up. Normally the shipment would arrive within a day or two. But what happens if there is a delay or shipment is lost? The shipper assumes that B has the material while B assumes that shipment has not yet been made. Because of this "Alphonse-Gaston" act nothing is done about the material until it is too late.

The solution to this is for the shipper, when he forwards the materials, to wire the consignee asking him to wire back collect as soon as the shipment arrives. If the shipper does not hear from the consignee within a reasonable length of time he may contact him by phone to verify the fact that shipment has not been received and immediately start to track down the material. In this way the follow through will have prohibited any unnecessary delays due to that bad fault of shippers "assuming."

AMA Show Talks On Military Needs

(Continued from Page 18)

in the session on "Military Packaging Requirements" will include:

Colonel John A. Way, U. S. Air Force, Chief, Munitions Board, Packaging Division, Office of Procurement Methods; C. K. Royce, Office of Naval Material;

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William D. Long, Chief of the Packaging Laboratory, Air Material Command, Wright Field, Dayton, Ohio; Captain C. E. Shafer, USFA Procurement Division, Headquarters Air Material Command, Wright Field; and two representatives of the Army.

Forecast On Supplies

Another session will be devoted to forecasting the available supplies of packaging materials—glass, foil, metal containers, paper, paperboard, wood, film, and closures. "New Packaging Materials—Their Characteristics and Uses," will be discussed by Robert de S. Couch, head of packaging research for General Foods Corporation.

Case stories of how three companies are solving their packaging problems will be presented by Charles D. Mattingly, packaging engineer, The Coleman Company, Inc., Wichita, Kansas; C. E. Sherwood, industrial engineer, S. C. Johnson & Son, Inc., Racine, Wisconsin; and A. C. Benjamin, vice president, Junket Brand Foods, Little Falls, New York.

Other topics on the agenda for the three-day meeting are "Packaging Lessons From the Last War," "Significant Advances in Packaging Printing," "Maximum Use of Packaging Equipment Through Proper Maintenance."

Profit Program

(Continued from Page 20)

are our own design, although you'll recognize that the idea itself isn't new. We designed this rack, made a mock-up, worked with the railroad representatives, and now it's a reality.

We have had enough test shipments of this tub in this kind of car to satisfy ourselves and the carriers that we have better protection in transit than when we pack the tub in a corrugated box, and we're saving a lot of money by the new method. At first glance, the idea might seem ridiculous—no packing cost—but we formerly handled the corrugated box and now we handle the tub, so that there are actually no packing costs. This makes a contribution to claim prevention and ties in with our materials-handling and inventory-control program, to say nothing of our "No Packing" campaign.

MARK'S Shipping Room Knife



A dozen shipping room uses—Ideal for cutting and scoring fibre and corrugated board—opening cartons—cutting case liners and wrapping materials, etc. Metal frame fits the hand, works faster and better. Each blade has 4 cutting edges.

FREE TRIAL OFFER

Once you use one you'll never be without it. Try it for ten days absolutely free!

Price complete with blade, \$1. Extra blades 60c per dozen.

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the new cushioned
"wrapping paper"
CORRUGATED BOARD

Save **SPACE** **TIME** **MATERIAL** **MONEY**

- Flexibility of wrapping paper and protective qualities of corrugation.
- Permits complete wrapping job in one operation.
- Readily "molds" to any irregular shaped object with "glove-fit."
- Eliminates costly, space-wasting stuffing material.
- SHELLCREASE-wrapped items occupy less carton space.

Requires no other outside wrapping for the flat surface is high quality Kraft paper. Use any kind of fastener . . . pressure-sealing tape, twine, gummed tape, staples, stitches, or steel strapping. Available in rolls up to 72" wide, 250 feet long or in sheets, cut to order. Four weights: 35, 55, 70 and 100 lb. basis. (Approved under Army and Navy Specs.)

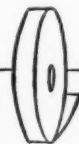
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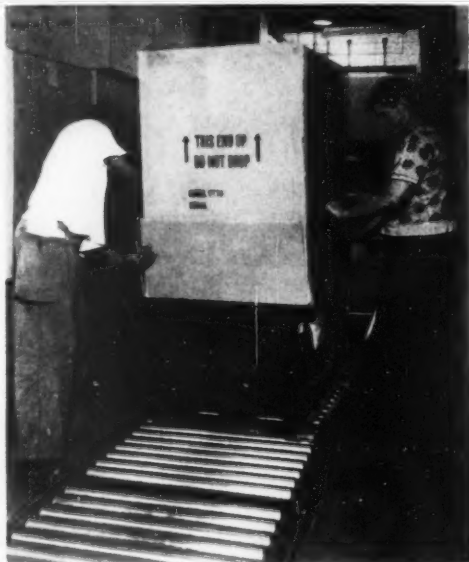


DETECTO



Console TV Sets Packed In Huge Corrugated Containers

A huge printed corrugated container to hold a console television set has been made for RCA Victor by the Fibre Board Container Corp. of Martinsville, Va., a division of Robert Gair Company, Inc., New York, manufacturers of folding cartons, paperboard and shipping containers.



Lowering the corrugated box on the wood-skid-mounted console television set. The packing has been successfully tested by a drop test of the set in the container.

Cardboard "springs" inside the corrugated container cushion the set against jolting and protects its average of eight hundred parts. The packing has been successfully tested by a drop test of the complete console set in the container.

A television set is an incredibly complex instrument, more intricate than any other item in the home. The machine is fastened to a wood skid, covered first with cottony cellulose, then with a moisture resistant paper bag, then inserted in the container.

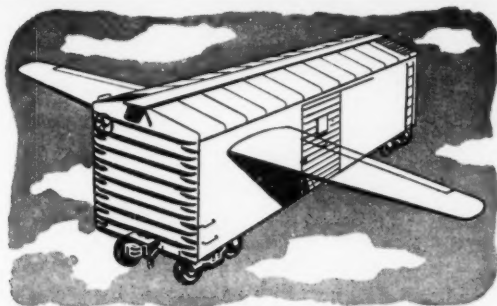
RAILROAD DOTS AND DASHES

Class I railroads installed more new locomotives in 1950 than in any year in 27 years, the number placed in service being 2,396, of which 2,372 were diesel-electric locomotives.

The average load of freight per train was approximately 1,211 tons in 1950, the highest on record and an increase of 6.3 percent compared with an average of 1,139 tons in the peak war year 1944.

The average capacity of freight cars now is 2½ tons greater than it was at the time of Pearl Harbor.

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EXTRA STRONG TAPE . . . at lowest cost. You can save seven ways with this reinforced, waterproofed sealing tape. Free samples if you check 1.

GUMMED TAPES . . . Select your gummed tapes and specialties from a complete line. List and pertinent facts if you check 2.

HANDBOOK . . . for gummed tape users. Everything you'll ever want to know about gummed tape sealing problems. Free if you check 3.

NEW, MORE COVERAGE . . . in the 1950 Better Shipping Manual. Let us bill you for the latest edition of this encyclopedia of essential fact and information for the shipping room. Copy on approval if you check 4.

GUMMING SPECIALISTS . . . Good paper, good glue and plenty of it to insure a permanent closure. For details and sealing helps check 5.

PARCEL POST SCALE . . . Simply press the zone key. One figure shows the exact postage. Descriptive bulletins free, if you check 6.

QUICK CALCULATOR . . . of cargo content. This all plastic calculator gives quick accurate cubic readings. Line up length, width and height, scales and calculation is given in cubic feet. Prices, check 7.

TAPE DISPENSERS . . . A complete line of precision built machines, pressure-sensitive, trouble-free, now available. No matter what your business may be there's a pressure-sensitive tape to suit your needs. For complete detailed information check 8.

SUPPLIES . . . Everything you need for packing and shipping operation and the well run shipping room plus many types of materials handling equipment. For catalog, check 9.

PAPER SHREDDING . . . machine will produce ideal packing material for you in your own shop. Four ways to save space and money, assure supply. Complete details if you check 10.

QUALITY CONTROLLED . . . A quality controlled gummed sealing tape. From raw pulp to finished roll. For details check 11.

ANTI-CORROSIVE . . . and anti-rust papers, government specification packaging materials, barrier wraps, and specialty papers of all kinds available from our complete and versatile stock. Full listing sent free if you check 12.

CREPED WADDING . . . that safeguards a wide variety of items, from delicate glass to hardy machine parts. Wide variety of thicknesses. For book on how to improve present packaging check 13.

FOUNTAIN MARKER . . . can make dozens of jobs easier for you . . . and faster and better. Illustrated data sheet that shows you exactly what this marker does, and how. No matter how you mark shipments you'll get ideas from it, 14.

PRECISION SHIPPING . . . this railroad is equipped for heavier, longer hauls, smoother handling of shipments—dependable, on-time service between Texas, Oklahoma and the North. For info check 15.

TAPE MACHINE . . . Moisture is evenly distributed over your tape with this machine that does it automatically. For complete information on this and on tapes check 16.

SHEAR CUTTERS . . . for cutting steel strapping and wire binding. Wanted by every shipping department. Pointed end of top cutting jaw hooks easily under tight strapping for a quick clean cut without damaging contents of container. Details, check 17.

Check HELPS By Number—MAIL Today!

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FINEST INGREDIENTS . . . go into the best tapes, and that's what makes this one of the really quality gummed tapes. Know-how is the secret. Check 22.

UNUSUAL GUMMED TAPE . . . Available in a wide range of colors and designs. Better-bonding, tested, extra strong. For details check 23.

ONE-HAND TACKERS . . . that speed up your tagging, fastening and assembly jobs. Self-contained ready for instant use. Folder free, check 24.

NEW SEALING TAPE . . . that is five times stronger, exclusive with this firm, cuts carton damage and shipping losses, with a tear-test strength averaging four to six times greater than 60 lb. kraft. Check 25.

FAST SETTING GLUE . . . Here is a shipping case glue which tears fibres 15 to 20 seconds after application by brush or machine. It brings new high speed and efficiency wherever short pressure time is essential. Complete info on APPROVAL shipments if you check 26.

NON-CURL GUMMED TAPE . . . and it won't twist either! Sticks tight the instant it contacts the carton. No patting or smoothing to make it adhere. Full information sent free, check 27.

BOXES AND CRATES . . . Bound with wire, they offer added protection and added efficiency at lower cost. For full details check 28.

PACKING LIST PROTECTORS . . . weather protect your lists, provide immediate identification and make them easier to find. A low cost improved shipping practice. For descriptive folder, price list, check 29.

STENCIL CUTTING . . . machine, better ten ways. Minimum margin grip, faster cutting, short stroke, easy grip handle, self-aligning, automatic word spacer among many features of this outstanding machine. Details and prices if you check 30.

NEW CORRUGATED BOARD . . . that folds in any direction with the ease of wrapping paper. Minute scoring marks in the corrugation permit folding at any point . . . across the corrugation or diagonally in any direction. For complete information check 31.

SHIPPING ROOM KNIFE . . . that has a dozen good uses. Ideal for cutting and scoring fibre and corrugated board—opening cartons. Each blade has 4 cutting edges. Free trial offer, if you check 32.

CORRUGATED CONTAINERS . . . so scientifically constructed that they offer the utmost protection against the many hazards of shipping. Without obligation this company will help in solving your container problems . . . check 33.

News

(Continued from Page 22)

Advertising and Sales Promotion Manager of Sherman.

Both are well known in the food, paper and packaging fields through their many

years with Sherman and other organizations operating in these fields. Mr. Herrick was at one time with Proctor and Gamble in a sales capacity and with Grumman Aircraft in engineering, while Mr. Thompson was associated with Strathmore Paper Company in cost and market research, and with the F. W. Prella Company in advertising. He was for several years a member of American Management Association's Exhibitors Advisory Committee of the Packaging Exposition.

Other products which are to be manufactured by Bestpak include pan liners for cakes, corrugated packaging products for biscuits and crackers, and for general packaging cushioning materials. Reports indicate that several entirely new types of packaging products are now in the developmental stage, which are designed to produce substantial savings in present packaging methods.

27 YEAR RECORD SET IN LOCOMOTIVE INSTALLATION FOR YEAR 1950

♦ Class I railroads installed in service more new locomotives in the first 11 months of 1950 than in any corresponding period in the past 27 years and now have more new locomotives on order than at any other time in that period, the Association of American Railroads has announced.

New locomotives put in service in the first 11 months of 1950 totaled 2,132, of which 2,111 were diesel, 11 steam and 10 electric. In the same period last year, they installed 1,742, of which 1,687 were diesel and 55 steam. Two hundred new locomotives, including 196 diesel, 2 steam and 2 electric, were put in service in November this year.

Class I railroads on December 1 had 1,657 new locomotives on order, of which 1,634 were diesel, 17 steam and 6 electric. On December 1 last year, there were 969 on order, which included 950 diesel, 15 steam and 4 electric. In the first 11 months of 1950, Class I railroads placed orders for 2,891 new locomotives, also the greatest number for any corresponding period since 1923. These included 334 new locomotives ordered in November this year.

The increase in the motive power supply of Class I railroads in 1950 compared with 27 years ago is much more than indicated by the number of locomotives put in service, for the reason that the pulling power of the average new locomotive is 50 per cent greater than it was in 1923.

ATA ISSUES TRUCK FREIGHT VOLUME STATISTICS

♦ The volume of freight transported by motor carriers in November, 1950, decreased 9.4 per cent below October, 1950, but increased 23.3 per cent over November, 1949, according to statistics compiled by the American Trucking Associations' Research Department.

Comparable reports received by ATA from 298 carriers in 42 states showed these carriers transported an aggregate of 4,039,433 tons in November, as against 4,458,319

FOR MORE HELPS SEE PAGE 31

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tons in October and 3,277,084 tons in November, 1949.

Approximately 80 per cent of all tonnage transported in the month was hauled by carriers of general freight. The volume in this category decreased 8.8 per cent below October but increased 21.9 per cent over November, 1949.

Traffic Reporter

(Continued from Page 23)

Orlo M. Brees, Member, New York State Legislature, spoke on "What Is America" at the Annual Dinner of the York Traffic Club on January 18, 1951. Officers for the coming year were elected on January 26th. Nominated for officer were the following: President, Wm. R. McMaster; 1st Vice President, W. W. Waltemeyer; 2nd Vice President, Bernard F. Young; Three Members of Board of Governors for 2 year terms—M. A. Wilhelm, P. H. Wallick; C. E. Wallace.

At its last meeting of the year Tau Alpha Sigma Chapter of Delta Du Alpha Transportation Fraternity elected Officers for the coming year. They are: President, T. E. Shelly; 1st Vice President, M. M. Frohock; 2nd Vice President, H. Duncan; Secretary, L. F. McDonald; Treasurer, L. H. Larche; and Board of Directors, C. Bonjukian, L. J. Moran, and E. C. Mayberry.

Worcester Traffic Association, (Mass.) held its 36th Annual Dinner and Meeting for the Election of Officers on January 15th, 1951 at the Hotel Sheraton. Officers nominated included: President, J. Douglas Dawson; 1st Vice President, John J. Gallagher; 2nd Vice President, David J. Sullivan; and Secretary-Treasurer, L. S. Worthen.

David V. Knott has been appointed Chief of Warehousing and Traffic by Sharp & Dohme, Inc.

"Foreign Trade Night" was the theme of the January 18th open meeting of the Women's Traffic Club of San Francisco, at the Colonial Manor Restaurant. Well-known experts in the field of foreign trade spoke on foreign trade zones in general, with particular emphasis on San Francisco's place in that category.

Packing A Punch

(Continued from Page 11)

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At least for the immediate present the supply and demand situation in the field of paper does not justify the application of rigid controls and until the problem becomes more intense and until we have more tangible evidence that certain factors have seriously distorted normal production and distribution, we have no basis for making a reliable estimate of the type of remedial action that might be necessary under more difficult conditions. The National Production Authority is desirous of finding solutions to the various supply and distribution problems other than mandatory restrictions and controls.

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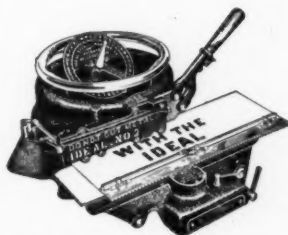


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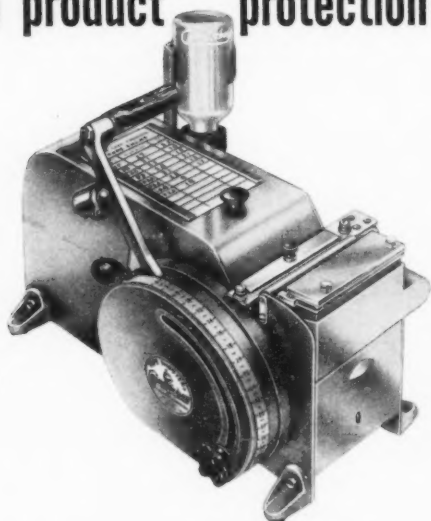
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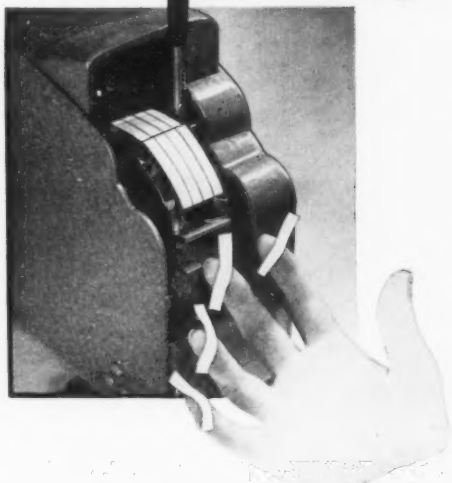
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